

## BEHIND THE COUNTER.

## REV. DR. TALMAGE TO SALESMEN AND SALESWOMEN.

## He Would Inspire Them With a Healthy Ambition and Alleviate Many of Their Anxieties—Some Practical Advice and Eloquent Exhortation.

This sermon of Dr. Talmage, addressed to the great host of clerks in stores and offices and factories, will inspire such persons with healthful ambition and alleviate many of their anxieties. Text, Acts xvi, 14, "And a certain woman named Lydia, a seller of purple, of the city of Thyatira, which worshipped God, heard us, whose heart the Lord opened." Proverbs xvii, 29, "Seest thou a man diligent in his business? He shall stand before kings."

The first passage introduces to you Lydia, a Christian merchantess. Her business is to deal in purple clothes or silks. She is a giggling nonentity, but a practical woman, not ashamed to work for her living. All the other women of Philippi and Thyatira have been forgotten, but God has made immortal in our text Lydia, the Christian saleswoman. The other text shows you a man with head and hand and heart and foot all busy toiling on up until the gains a princely success. "Seest thou a man diligent in his business? He shall stand before kings."

Great encouragement in these two passages for man and woman who will be busy, but no solace for those who are waiting for good luck to show them, at the feet of the rainbow, a basket of buried gold. It is folly for anybody in this world to wait for something to turn up. It will turn down. The law of thrift is as inexorable as the law of the tides. Fortune, the magician, may wave her wand in that direction until castles and palaces come, but she will after awhile invert the same wand, and all the splendors will vanish into thin air.

There are certain styles of behavior which lead to usefulness, honor and permanent success, and there are certain styles of behavior which lead to dust, dishonor and moral default. I would like to fire the ambition of young people. I have no sympathy with those who would prepare young folks for life by whittling down their expectations. That man or woman will be worth anything to church or state who begins life cowed down. The business of Christianity is not to quench but to direct human ambition. Therefore it is that I utter words of encouragement to those who are occupied as clerks in the stores and shops and banking houses of the country. They are not an exceptional class. They belong to a great company of tens of thousands who are in this country, amid circumstances which will either make or break them for time and for eternity. Many of these people have already achieved a Christian manliness and a Christian womanliness which will be their passport to any position. I have seen their trials. I have watched their perplexities. There are evils abroad which need to be hunted down and dragged out into the noonday light.

## PATIENCE AND DILIGENCE.

In the first place, I counsel clerks to remember that for the most part their clerkship is only a school from which they are to be graduated. It takes about eight years to get into one of the learned professions. It takes about eight years to get to be a merchant. Some of you will be clerks all your lives, but the vast majority of you are only in a transient position. After awhile, some December day, the head men of the firm will call you into the back office, and they will say to you: "Now, you have done well by us, we are going to do well by you. We invite you to have an interest in our concern." You will bow to that edict very gracefully. Getting into a street car to go home, an old woman will be talking and say: "What makes you look so happy tonight?" "Oh," you will say, "nothing, nothing." But in a few days your name will blossom on the sign. Either in the store or bank where you are now, or in some other store or bank which will take a higher position than that which you now occupy. So I feel I am now addressing people who will yet have their hand on the helm of the world's commerce and you will turn it this way or that. Now, clerks, but to be bankers, importers, insurance company directors, snippers, contractors, superintendents of railroads—your voice might "on Change"—standing foremost in the great financial and religious enterprises of the day. For, though we who are in the professions are given the platform, the place of the philanthropies, after all, the merchants must come forward with their millions to sustain the movement.

Be therefore patient and diligent in this transient position. You are now where you can learn things you can never learn in any other place. What you consider your advantages are given your grand opportunity. You see a prominent street with his son who has just graduated from the university and establishing him in business, putting \$50,000 of capital in the store. Well, you are envious. You say: "Oh, if I only had a chance like that young man! If I only had a father to put \$50,000 in a business for me, that would save me some chance in the world." Be not envious. You have advantages over that young man which he has not over you. As well might I come down to the docks when a vessel is about to sail for Valparaiso and say, "Let me pilot this ship out to sea." Why, I would sink crew and cargo before I got out of the harbor simply because I know nothing about piloting. Wealthy sea captains put their sons before the mast for the reason that they know it is the only place where they can learn to be successful sailors. It is only under drill that people get to understand piloting and navigation, and I want you to understand that it takes no more skill to conduct a vessel out of harbor and across the ocean than it does to steer a commercial establishment clear of the rocks. You see every day the folly of people going into a business they know nothing about. A man makes a fortune in one business, thinks there is another occupation more comfortable, goes into it and sinks all. Many of the commercial establishments of our cities are giving their clerks a mercantile education as thorough as Yale or Harvard or Princeton are giving scientific attainments to the students matriculated. The reason there are so many men foundering in business from year to year is because their early mercantile education was neglected. Ask the men in high commercial circles, and they will tell you they thank God for the severe discipline of their early clerkship. You can afford to endure the wilderness

march if it is going to end in the vineyards and orchards of the promised land.

But you say, "Will the womanly clerks in our stores have promotion?" Yes. Time is coming when women will be as well paid for their toil in mercantile circles as men are now paid for their toil. Time is coming when a woman will be allowed to do everything she can do well. It is only a little while ago when women knew nothing of telegraphy, and they were kept out of a great many commercial circles where they are now welcome, and the time will go on until the woman who at one counter in a store sells \$5,000 worth of goods in a year will get as high a salary as the man who at the other counter of the same store sells \$5,000 worth of goods. All honor to Lydia, the Christian saleswoman.

## SUBMISSION TO RULES.

The second counsel I have to give to clerks is that you seek out what are the lawful regulations of your establishment, and then submit to them. Every well ordered house has its usages. In military life, on ship's deck, in commercial life, there must be order and discipline. Those people who do not learn how to obey will never know how to command. Do you want to be a young man who will make a financial and moral wreck of himself? I have in mind a young man who thrusts his thumb into his vest and says: "Nobody shall dictate to me. I am my own master. I will not submit to the regulations of this house." Between an establishment in which all the employees are under thorough discipline and the establishment in which the employees do about as they choose is the difference between success and failure—between rapid accumulation and utter bankruptcy. Do not come to the store ten minutes after the time. Be there within two seconds and let it be two seconds before instead of two seconds after. Do not think anything too insignificant to do well. Do not say, "It is just once." From the most important transaction in commerce down to the particular style in which you tie a string around a bundle obey orders. Do not get easily disgusted. While others in the store may lounge or fret or complain you go with ready hands and cheerful face and contented spirit to your work. Do not ask questions, but shoulders his knapsack, fills his canteen and listens for the command of "March!"

Do not get the idea that your interests and those of your employer are antagonistic. His success will be your honor. His embarrassment will be your dismay. Expose none of the frailties of the firm. Do not be among those who imagine they sink you will rise. Do not blab. Rebuff those persons who come to find out from clerks what ought never to be known outside the store. Do not be among those young men who take on a mysterious air when something is said against the firm that employs them, as much as to say, "I could tell you something if I would, but I won't." Do not be among those who imagine they can build themselves up by pulling somebody else down. Be not ashamed to be a subaltern.

Again, I counsel clerks to search out what are the unlawful and dishonest demands of an establishment and resist them. In the 6,000 years that have passed there has never been an occasion when it was one's duty to sin against God or man. There is no occasion when the head men of the firm expect of you dishonesty, disappoint them. "Oh," you say, "I should lose my place then." Better lose your place than lose your soul. But you will not lose your place. Christian heroism is always honored. You go to the head man of your store and say: "Sir, I would not accept of a salary which obliges you. It is from no lack of industry on my part, but this thing seems to me to be wrong, and it is a sin against my conscience, and it is a sin against God, and I beg you, sir, to excuse me." He may flush up and swear, but he will cool down, and he will have more admiration for you than for those who submit to his evil dictation, and while they sink you will rise. Do not because of seeming temporary advantage, give up your character, young man. Under God that is the only thing you have to build on. Give up that, you give up everything. That employer asks a young man to hurt himself for time and for eternity who expects him to make a wrong entry, or change an invoice, or say good-bye to such when they cast less or impose upon the veracity of a customer, or misrepresent a style of fabric. How dare he demand of you anything so insolent?

## A FEW TRIALS.

Again, I counsel clerks to conquer the trials of their particular position. One great trial for clerks is the consideration of customers. There are people who are entirely polite everywhere else, but gruff and dictatorial and contemptible when they come into a store to buy anything. There are thousands of men and women who go from store to store, and they say, "I don't want it today," which means, "I don't want it at all," leaving the clerk amid a wreck of ribbons and laces and cloths to smooth out a thousand dollars' worth of goods—not a cent of which did that man or woman buy or expect to buy. Now, I call that a dishonesty on the part of the customer. If a boy runs into a store and takes out of cloth of the counter and sneaks out of the door, and I remember the other man who took my hand in both of his and said: "God bless you, my brother. You have entered a glorious profession. Be faithful to God, and he will see you through." Why, I feel this minute the thrill of that handshaking, though the man who gave me the Christian grip has been in heaven 29 years. There are old men here today who can look back to 40 years ago, when one said a kind word to them. Now, old men, pay back what you got then. It is a great encouragement to young men to see art for old men to be able to encourage the young. There are many young people in our cities who have come from inland counties, from the granite hills of the north, from the savannas of the south, from the prairies of the west. They are here to get their fortune. They are in boarding houses where everybody seems to be thinking of himself. They want companionship, and they want Christian encouragement. Give it to them.

sell you what is in your hearts. To buy cheap and sell dear? Oh, say, no. Make your urbanity when you go into a store! Treat the clerks like gentlemen and ladies, proving yourself to be a gentleman or a lady. Remember that if the prices are high and your purse is lean that is no fault of the clerks. And if you have a son or a daughter amid the perplexities of commercial life, and such a case comes before you, be lenient, and know that the martyr at the stake no more certainly needs the grace of God than our young people amid the seven times heated aspirations of a clerk's life.

## INCONSIDERATE EMPLOYERS.

Then there are all the trials which come to clerks from the treatment of inconsiderate employers. There are professed Christian men who have no regard for their clerks than they have for the scales on which the sugars are weighed. A clerk is no more than a much store furniture. No consideration for their rights or interest. Not one word of encouragement from sunrise to sunset, nor from January to December. But when anything goes wrong—a streak of dust on the counter or a box with the cover off—thunder showers of scolding. Men imperious, capricious, cranky, cowardly, their clerks insulted in the manner as much as to say, "All the interest I have in you is to see what I can get out of you." Then there are all the trials of incompetent wages, not in such times as these, when if a man gets half a salary for his services he ought to be thankful, but I mean in prosperous times. Some of you remember when the war broke out and all merchandise went up, and merchants were made millionaires in six months by the simple rise in the value of goods. Did the clerks get advantage of that rise? Sometimes, not always. I saw estates gathered in those times over which the curse of God has hung ever since. The cry of unpaid men and women in those stores reached the Lord of Sabaoth, and the indignation of God has been around those establishments ever since, flashing in the chandeliers, glowing from the crimson upholstery, rumbling in the long roll of the temple alarm. Such men may build up palaces of merchandise heaven high but after awhile a disaster will come along and will put on their hands and feet the shackles of poverty, and they will throw it forward until down will come the whole structure, crushing the worshippers as grapes are mashed in the winepress.

Then there are boys ruined by lack of compensation. In how many prosperous stores it has been for the last twenty years that boys were given just enough money to keep the howl to steel. Some were seized upon by the police. The vast majority of instances were not known. The head of the firm asked, "Where is George now?" "Oh, he isn't here any more." A lad might better starve to death on a blasted heath than take one farthing from his employer. Woe be to that employer who necessarily puts a temptation in a boy's way. There have been great establishments in these cities, building marble palaces, their owners dying worth millions and millions and millions, who made a vast amount of their estate out of the blood and muscle and nerve of half paid clerks. Such men as well, I will not mention any name. But I mean men who have gathered up vast estates at the expense of the people who were ground under their heel. "Oh," say such merchants, "if you don't like it here, then go and get a better place." As much as to say: "I've got you in my grip, and I mean to hold you. You can't get any other place."

## TRUE SYMPATHY.

Oh, what a contrast between those men and Christian merchants who today are sympathetic to their clerks—when they pay the salary, acting in this way: "This salary that I give you is not all my interest in you. You are an immortal man; you are an immortal woman. I am interested in you as well as in your everlasting welfare. I want you to understand that if I am a little higher up in this store I am beside you in Christian sympathy." Go back 40 or 50 years to Arthur Tappan's store in New York, a man whose worst enemies never questioned his honesty. Every morning he brought all the clerks and the accountants and the waiters into a room for devotion. They sang, they prayed, they exhorted. On Monday morning the clerks were asked where they had attended church on the previous day and what the sermons were about. It must have sounded strangely, that voice of praise along the streets where the devotees of Mammon were counting their golden beads. You say, Arthur Tappan failed. Yes, he was unfortunate like a great many good men, but I understand he met all his obligations before he left this world, and I know that he died in the peace of the gospel and that he is before the throne of God today—forever blessed. If that be failing, I wish you might all fail.

There are a great many young men and young women who want a good encouragement—Christian encouragement. One smile of good cheer would be worth more to them tomorrow morning in their places of business than a present of \$15,000 ten years hence. Oh, I remember the apprehension and the tremor of entering a profession. I remember very well the man who greeted me in the ecclesiastical court, and I remember the long line of the felt hat, and I remember the other man who took my hand in both of his and said: "God bless you, my brother. You have entered a glorious profession. Be faithful to God, and he will see you through." Why, I feel this minute the thrill of that handshaking, though the man who gave me the Christian grip has been in heaven 29 years. There are old men here today who can look back to 40 years ago, when one said a kind word to them. Now, old men, pay back what you got then. It is a great encouragement to young men to see art for old men to be able to encourage the young. There are many young people in our cities who have come from inland counties, from the granite hills of the north, from the savannas of the south, from the prairies of the west. They are here to get their fortune. They are in boarding houses where everybody seems to be thinking of himself. They want companionship, and they want Christian encouragement. Give it to them.

## BALANCING THE BOOKS.

My word is to all clerks. Be mightier than your temptations. A Sandwich Islander used to think when he slew an enemy all the strength of that enemy came into his own right arm. And I have to tell you that every misfortune you conquer is so much added to your moral power. With omnipotence for a lever and the throne of God for a fulcrum you can move earth and heaven. While there are other young men putting the cup of sin to their lips you stoop down and drink out of the fountains of God, and you will rise up strong to trample the mountains. The ancients used to say that the great fallen raindrops, which, touching the

surface of the sea, hardened into gems, then dropped to the bottom. I have to tell you today that storms of trial have showered imperishable pearls into many a young man's lap. Oh, young man, while you have goods to sell, remember you have a soul to save. In a hospital a Christian captain, wounded a few days before, got delirious, and in the midnight hour he sprang out on the floor of the hospital, thinking he was in the battle, crying: "Come on, boys! Forward! Charge!" Ah, he was only battling the specters of his own brain! But it is no imaginary conflict into which I call you, young man, today. There are 10,000 spiritual foes that would capture you. In the name of God, stand up and at them!

After the last store has been closed, after the last bank has gone down, after the shuffle of the quick feet on the custom house steps has stopped, after the long line of merchantment on the sea has taken sail of flame, after Washington and New York and London and Vienna have gone down into the grave where the Chelms and Babylon and Tyre lie buried, after the great fire bells of the judgment day have tolled at the burning of a world—on that day all the affairs of banking houses and stores will come up for inspection. Oh, what an opening of account books! Side by side the clerks and the man who employed them. Every invoice made out of stock—all lists of prices—all private marks of the firm—now explained so everybody can understand them. All the maps of cities that were never built, but in which lots were sold—all bargains, all gougings, all snap judgments, all false entries, all adulteration of liquors with coppers and strychnine. All the mixing of tea and sugars and coffees and sirups, with cheaper material, all embezzlements of trust funds. All swindles in coal and iron and oil and silver and stocks. On that day when the cities of this world are smoking in the last conflagration the trial will go on, and down in an avalanche of destruction will go those who defied the judgment of God. God and defied the judgment of God, that will be a great day for you, honest Christian clerk. No getting up early, no retiring late, no walking around with weary limbs, but a mansion in which to live and a realm of light and love and joy over which to hold everlasting dominion. Holist him up from glory to glory, and from song to song, and from throne to throne, for while others go down into the sea with their gold like a millstone hanging to their neck, this one shall come up the heights of amethyst and alabaster, holding in his right hand the pearl of great price in a sparkling, glittering flaming casket.

The Jefferson, Richmond, Va., is contacted strictly upon the European plan for the summer months with cafe charges as moderate as any first-class restaurant in the state. Good rooms can be had for \$1.50 per day and upwards.

## THE GOLD DEMOCRATS.

Meeting of the Executive Committee—To Make Vigorous Campaign in Kentucky, Ohio and Iowa.

New York, July 21.—The executive committee of the national democratic party, met today at No. 62 William street. There was not a full attendance. There were on hand William T. Bynum, late of Indianapolis and now of Brooklyn, chairman of the national committee and ex-officio chairman of the executive committee; C. B. Holman, Rockland, Me.; W. D. Haldeman, Louisville; John C. Bullitt, Philadelphia; George F. Peabody, New York; F. W. M. Cutcheon, St. Paul; W. W. Screws, Montgomery, Ala.; proxy for J. M. Falkner; T. F. Linn, Columbus, Ohio; proxy for L. C. Krauthoff, Kansas City; Charles J. Canda, New York, proxy for J. P. Frennell, Indianapolis. There was much disappointment over the absence of the three members of the committee and also because a number of politicians who had expected to be present from Iowa, Kentucky and Ohio to talk over the prospects of the fall campaign did not appear. The purpose of the meeting was apparently to hear these men and to discuss whether to conduct campaigns in the various states with speakers or with campaign literature.

When the meeting was called to order this subject was taken up. It was said that the gold democrats had a good fighting chance for victory in Kentucky and a fair chance in Iowa. Then whether it was better to spend what money they had and get speakers for those campaigns or for literature was the question. At the close of the meeting Chairman Bynum gave out a statement. He said that after a discussion of the matter of assisting the states of Ohio, Kentucky and Iowa, in their campaigns this fall, it was finally decided to assist the states' campaign committees with prominent speakers of national reputation. John P. Irish, of San Francisco, was spoken of, also Senator Caffery, of Louisiana; Senator Lindsay, of Kentucky; Colonel W. C. P. Breckinridge, of Kentucky, and others. An appeal will be made to all prominent speakers who participate in the campaign last fall for Palmer and Buckner. When asked if Burke Cockran would be invited, Chairman Bynum answered that he had not identified himself with the organization as yet, but all who spoke for Palmer and Buckner in the last campaign would be asked to speak.

## CASTORIA.

The fac-simile signature of *Chas. H. Fletcher* is on every bottle of **CASTORIA.** The fac-simile signature of *Chas. H. Fletcher* is on every bottle of **CASTORIA.** The fac-simile signature of *Chas. H. Fletcher* is on every bottle of **CASTORIA.**

## Competitive Examination for Supervising Architect.

Washington, July 21.—The United States civil service commission announces a competitive examination to fill the vacancy in the position of supervising architect of the treasury. The salary of this position, which is one of the most important and responsible under the government, is \$4,500 per annum, and it is hoped that architects of high attainments and reputation may be induced by these considerations to enter the competition. It is the desire of the department to secure a practical architect of high administrative ability to direct and supervise the work of the office force as well as to contract work done on public buildings throughout the country.

## WILMINGTON MARKETS.

## COTTON REPORT.

Wilmington, N. C., July 21. Receipts of cotton today—1 bale. Receipts to same date last year—2 bales. This season's receipts to date—23,575 bales. Receipts to same date last year—17,000 bales. The quotations posted at 4 o'clock today at the exchange.

Cotton firm. Ordinary..... 5% Good ordinary..... 7% Low middling..... 7 1/2% Middling..... 8 1/2% Good middling..... 8 5/8% Prices same day last year, 7c.

## NAVAL STORES.

Spirits turpentine—Machine barrels firm at 2 1/2%; country barrels firm at 2c. Rosin firm at \$1.20 and \$1.25. Tar steady at \$1.15. Crude turpentine firm; hard \$1.30; yellow dip \$1.30; virgin \$1.30. Prices same day last year—Spirits turpentine 2 1/2%; hard \$1.30; yellow dip \$1.30; virgin \$1.30. Receipts today—115 casks spirits turpentine, 310 barrels rosin, 26 barrels tar, 60 barrels crude turpentine.

## MARKETS BY TELEGRAPH.

## FINANCIAL.

New York, July 21.—Money on call easy at 1 1/2% per cent; last loan at 1 per cent. Gold offered at 100 per cent. Prime mercantile paper 64 1/2 per cent. Sterling exchange steady with actual business in bankers bills at \$4.74 for demand, and at \$4.60 for sixty days. Posted rates \$4.70 for 60 days, \$4.60 for 90 days. Commercial bills at \$4.75. Silver certificates 50 1/2%; 60-day bar silver 57 1/2%. Mexican dollars 45 1/2%. Government bonds firm; state bonds quiet; railroad bonds firm.

## STOCKS.

Atchafalpa..... 12 1/2 W. & L. E. pref., 5 B. & O. .... 11 Adams Exp. .... 152 Ches. & Ohio..... 18 American Ex. .... 114 Ches. Alt. .... 148 United States..... 44 Ches. B. & Q. .... 34 Wells Fargo..... 107 Del. L. & W. .... 115 Am. Cot. Oil, pref. .... 63 Del. L. & W. .... 157 Am. Cot. Oil, pref. .... 63 Fort Wayne..... 157 Am. Tobacco..... 75 1/2 Illinois Central..... 94 1/2 Am. Tobacco, pref. .... 109 L. & N. .... 101 1/2 Old S. S. .... 109 L. & N. .... 101 1/2 Old S. S. .... 109 L. & N. .... 101 1/2 Old S. S. .... 109 L. & N. .... 101 1/2 Old S. S. .... 109

## BONDS.

N. U. S. 4's reg. .... 123 1/2 Missouri 6's..... 100 N. U. S. 4's cou. .... 124 1/2 N. Caro. 6's..... 102 U. S. 5's reg. .... 117 1/2 N. Caro. 4's..... 103 U. S. 5's cou. .... 118 1/2 N. Caro. 4's..... 103 U. S. 4's reg. .... 111 1/2 T. N. S. 6's..... 82 U. S. 4's cou. .... 112 1/2 T. N. S. 6's..... 82 U. S. 5's reg. .... 95 1/2 T. N. S. 5's..... 80 U. S. 5's cou. .... 96 1/2 T. N. S. 5's..... 80 Ala. Class A..... 106 1/2 Va. Cen. & N. O. .... 64 1/2 Ala. Class B..... 106 1/2 Va. Cen. & N. O. .... 64 1/2 Ala. Class C..... 98 L. & N. Un. .... 82 1/2 Ala. Class D..... 98 L. & N. Un. .... 82 1/2 Ala. Class E..... 98 L. & N. Un. .... 82 1/2 Ala. Class F..... 98 L. & N. Un. .... 82 1/2 Ala. Class G..... 98 L. & N. Un. .... 82 1/2 Ala. Class H..... 98 L. & N. Un. .... 82 1/2 Ala. Class I..... 98 L. & N. Un. .... 82 1/2 Ala. Class J..... 98 L. & N. Un. .... 82 1/2 Ala. Class K..... 98 L. & N. Un. .... 82 1/2 Ala. Class L..... 98 L. & N. Un. .... 82 1/2 Ala. Class M..... 98 L. & N. Un. .... 82 1/2 Ala. Class N..... 98 L. & N. Un. .... 82 1/2 Ala. Class O..... 98 L. & N. Un. .... 82 1/2 Ala. Class P..... 98 L. & N. Un. .... 82 1/2 Ala. Class Q..... 98 L. & N. Un. .... 82 1/2 Ala. Class R..... 98 L. & N. Un. .... 82 1/2 Ala. Class S..... 98 L. & N. Un. .... 82 1/2 Ala. Class T..... 98 L. & N. Un. .... 82 1/2 Ala. Class U..... 98 L. & N. Un. .... 82 1/2 Ala. Class V..... 98 L. & N. Un. .... 82 1/2 Ala. Class W..... 98 L. & N. Un. .... 82 1/2 Ala. Class X..... 98 L. & N. Un. .... 82 1/2 Ala. Class Y..... 98 L. & N. Un. .... 82 1/2 Ala. Class Z..... 98 L. & N. Un. .... 82 1/2 Ala. Class AA..... 98 L. & N. Un. .... 82 1/2 Ala. Class AB..... 98 L. & N. Un. .... 82 1/2 Ala. Class AC..... 98 L. & N. Un. .... 82 1/2 Ala. Class AD..... 98 L. & N. Un. .... 82 1/2 Ala. Class AE..... 98 L. & N. Un. .... 82 1/2 Ala. Class AF..... 98 L. & N. Un. .... 82 1/2 Ala. Class AG..... 98 L. & N. Un. .... 82 1/2 Ala. Class AH..... 98 L. & N. Un. .... 82 1/2 Ala. Class AI..... 98 L. & N. Un. .... 82 1/2 Ala. Class AJ..... 98 L. & N. Un. .... 82 1/2 Ala. Class AK..... 98 L. & N. Un. .... 82 1/2 Ala. Class AL..... 98 L. & N. Un. .... 82 1/2 Ala. Class AM..... 98 L. & N. Un. .... 82 1/2 Ala. Class AN..... 98 L. & N. Un. .... 82 1/2 Ala. Class AO..... 98 L. & N. Un. .... 82 1/2 Ala. Class AP..... 98 L. & N. Un. .... 82 1/2 Ala. Class AQ..... 98 L. & N. Un. .... 82 1/2 Ala. Class AR..... 98 L. & N. Un. .... 82 1/2 Ala. Class AS..... 98 L. & N. Un. .... 82 1/2 Ala. Class AT..... 98 L. & N. Un. .... 82 1/2 Ala. Class AU..... 98 L. & N. Un. .... 82 1/2 Ala. Class AV..... 98 L. & N. Un. .... 82 1/2 Ala. Class AW..... 98 L. & N. Un. .... 82 1/2 Ala. Class AX..... 98 L. & N. Un. .... 82 1/2 Ala. Class AY..... 98 L. & N. Un. .... 82 1/2 Ala. Class AZ..... 98 L. & N. Un. .... 82 1/2 Ala. Class BA..... 98 L. & N. Un. .... 82 1/2 Ala. Class BB..... 98 L. & N. Un. .... 82 1/2 Ala. Class BC..... 98 L. & N. Un. .... 82 1/2 Ala. Class BD..... 98 L. & N. Un. .... 82 1/2 Ala. Class BE..... 98 L. & N. Un. .... 82 1/2 Ala. Class BF..... 98 L. & N. Un. .... 82 1/2 Ala. Class BG..... 98 L. & N. Un. .... 82 1/2 Ala. Class BH..... 98 L. & N. Un. .... 82 1/2 Ala. Class BI..... 98 L. & N. Un. .... 82 1/2 Ala. Class BJ..... 98 L. & N. Un. .... 82 1/2 Ala. Class BK..... 98 L. & N. Un. .... 82 1/2 Ala. Class BL..... 98 L. & N. Un. .... 82 1/2 Ala. Class BM..... 98 L. & N. Un. .... 82 1/2 Ala. Class BN..... 98 L. & N. Un. .... 82 1/2 Ala. Class BO..... 98 L. & N. Un. .... 82 1/2 Ala. Class BP..... 98 L. & N. Un. .... 82 1/2 Ala. Class BQ..... 98 L. & N. Un. .... 82 1/2 Ala. Class BR..... 98 L. & N. Un. .... 82 1/2 Ala. Class BS..... 98 L. & N. Un. .... 82 1/2 Ala. Class BT..... 98 L. & N. Un. .... 82 1/2 Ala. Class BU..... 98 L. & N. Un. .... 82 1/2 Ala. Class BV..... 98 L. & N. Un. .... 82 1/2 Ala. Class BW..... 98 L. & N. Un. .... 82 1/2 Ala. Class BX..... 98 L. & N. Un. .... 82 1/2 Ala. Class BY..... 98 L. & N. Un. .... 82 1/2 Ala. Class BZ..... 98 L. & N. Un. .... 82 1/2 Ala. Class CA..... 98 L. & N. Un. .... 82 1/2 Ala. Class CB..... 98 L. & N. Un. .... 82 1/2 Ala. Class CC..... 98 L. & N. Un. .... 82 1/2 Ala. Class CD..... 98 L. & N. Un. .... 82 1/2 Ala. Class CE..... 98 L. & N. Un. .... 82 1/2 Ala. Class CF..... 98 L. & N. Un. .... 82 1/2 Ala. Class CG..... 98 L. & N. Un. .... 82 1/2 Ala. Class CH..... 98 L. & N. Un. .... 82 1/2 Ala. Class CI..... 98 L. & N. Un. .... 82 1/2 Ala. Class CJ..... 98 L. & N. Un. .... 82 1/2 Ala. Class CK..... 98 L. & N. Un. .... 82 1/2 Ala. Class CL..... 98 L. & N. Un. .... 82 1/2 Ala. Class CM..... 98 L. & N. Un. .... 82 1/2 Ala. Class CN..... 98 L. & N. Un. .... 82 1/2 Ala. Class CO..... 98 L. & N. Un. .... 82 1/2 Ala. Class CP..... 98 L. & N. Un. .... 82 1/2 Ala. Class CQ..... 98 L. & N. Un. .... 82 1/2 Ala. Class CR..... 98 L. & N. Un. .... 82 1/2 Ala. Class CS..... 98 L. & N. Un. .... 82 1/2 Ala. Class CT..... 98 L. & N. Un. .... 82 1/2 Ala. Class CU..... 98 L. & N. Un. .... 82 1/2 Ala. Class CV..... 98 L. & N. Un. .... 82 1/2 Ala. Class CW..... 98 L. & N. Un. .... 82 1/2 Ala. Class CX..... 98 L. & N. Un. .... 82 1/2 Ala. Class CY..... 98 L. & N. Un. .... 82 1/2 Ala. Class CZ..... 98 L. & N. Un. .... 82 1/2 Ala. Class DA..... 98 L. & N. Un. .... 82 1/2 Ala. Class DB..... 98 L. & N. Un. .... 82 1/2 Ala. Class DC..... 98 L. & N. Un. .... 82 1/2 Ala. Class DD..... 98 L. & N. Un. .... 82 1/2 Ala. Class DE..... 98 L. & N. Un. .... 82 1/2 Ala. Class DF..... 98 L. & N. Un. .... 82 1/2 Ala. Class DG..... 98 L. & N. Un. .... 82 1/2 Ala. Class DH..... 98 L. & N. Un. .... 82 1/2 Ala. Class DI..... 98 L. & N. Un. .... 82 1/2 Ala. Class DJ..... 98 L. & N. Un. .... 82 1/2 Ala. Class DK..... 98 L. & N. Un. .... 82 1/2 Ala. Class DL..... 98 L. & N. Un. .... 82 1/2 Ala. Class DM..... 98 L. & N. Un. .... 82 1/2 Ala. Class DN..... 98 L. & N. Un. .... 82 1/2 Ala. Class DO..... 98 L. & N. Un. .... 82 1/2 Ala. Class DP..... 98 L. & N. Un. .... 82 1/2 Ala. Class DQ..... 98 L. & N. Un. .... 82 1/2 Ala. Class DR..... 98 L. & N. Un. .... 82 1/2 Ala. Class DS..... 98 L. & N. Un. .... 82 1/2 Ala. Class DT..... 98 L. & N. Un. .... 82 1/2 Ala. Class DU..... 98 L. & N. Un. .... 82 1/2 Ala. Class DV..... 98 L. & N. Un. .... 82 1/2 Ala. Class DW..... 98 L. & N. Un. .... 82 1/2 Ala. Class DX..... 98 L. & N. Un. .... 82 1/2 Ala. Class DY..... 98 L. & N. Un. .... 82 1/2 Ala. Class DZ..... 98 L. & N. Un. .... 82 1/2 Ala. Class EA..... 98 L. & N. Un. .... 82 1/2 Ala. Class EB..... 98 L. & N. Un. .... 82 1/2 Ala. Class EC..... 98 L. & N. Un. .... 82 1/2 Ala. Class ED..... 98 L. & N. Un. .... 82 1/2 Ala. Class EE..... 98 L. & N. Un. .... 82 1/2 Ala. Class EF..... 98 L. & N. Un. .... 82 1/2 Ala. Class EG..... 98 L. & N. Un. .... 82 1/2 Ala. Class EH..... 98 L. & N. Un. .... 82 1/2 Ala. Class EI..... 98 L. & N. Un. .... 82 1/2 Ala. Class EJ..... 98 L. & N. Un. .... 82 1/2 Ala. Class EK..... 98 L. & N. Un. .... 82 1/2 Ala. Class EL..... 98 L. & N. Un. .... 82 1/2 Ala. Class EM..... 98 L. & N. Un. .... 82 1/2 Ala. Class EN..... 98 L. & N. Un. .... 82 1/2 Ala. Class EO..... 98 L. & N. Un. .... 82 1/2 Ala. Class EP..... 98 L. & N. Un. .... 82 1/2 Ala. Class EQ..... 98 L. & N. Un. .... 82 1/2 Ala. Class ER..... 98 L. & N. Un. .... 82 1/2 Ala. Class ES..... 98 L. & N. Un. .... 82 1/2 Ala. Class ET..... 98 L. & N. Un. .... 82 1/2 Ala. Class EU..... 98 L. & N. Un. .... 82 1/2 Ala. Class EV..... 98 L. & N. Un. .... 82 1/2 Ala. Class EW..... 98 L. & N. Un. .... 82 1/2 Ala. Class EX.....